

FILE

29

Ohio

Public Utilities  
Commission

Original CRS Case Number	Version
13 - 453 -EL-CRS	May 2016

## RENEWAL APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form.

You may also download the form, by saving it to your local disk, for later use.

### A. RENEWAL INFORMATION

#### A-1 Applicant intends to be renewed as: (check all that apply)

☐ Retail Generation Provider  
☒ Power Marketer

☐ Power Broker  
☐ Aggregator

#### A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Rescom Energy, LLC

Address 770 N. LaSalle Street, Suite 600, Chicago, IL 60654

PUCO Certificate # and Date Certified 13-663E(2), 3/19/2015

Telephone # (855) 395-9878 Web site address (if any) http://rescom-energy.com/

#### A-3 List name, address, telephone number and web site address under which Applicant does business in Ohio

Legal Name Rescom Energy, LLC

Address 770 N. LaSalle Street, Suite 600, Chicago, IL 60654

Telephone # (855) 395-9878 Web site address (if any) http://rescom-energy.com/

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.  
Technician PC Date Processed 2/27/19

RECEIVED-DOCKETING DIV  
2019 FEB 27 PM 1:53  
PUCO

**A-4 List all names under which the applicant does business in North America**

Rescom Energy, LLC

**A-5 Contact person for regulatory or emergency matters**

Name George Wahbeh

Title President/CEO

Business address 770 N. LaSalle Street, Suite 600, Chicago, IL 60654

Telephone # (855) 769-3754

Fax # \_\_\_\_\_

E-mail address g.wahbeh@power1co.com

**A-6 Contact person for Commission Staff use in investigating customer complaints**

Name George Wahbeh

Title President/CEO

Business address 770 N. LaSalle Street, Suite 600, Chicago, IL 60654

Telephone # (855) 769-3754

Fax # \_\_\_\_\_

E-mail address g.wahbeh@power1co.com

**A-7 Applicant's address and toll-free number for customer service and complaints**

Customer Service address 770 N. LaSalle Street, Suite 600, Chicago, IL 60654

Toll-free Telephone # (855) 395-9878

Fax # \_\_\_\_\_

E-mail address info@rescom.energy

**A-8 Applicant's federal employer identification number # 27-0782133**

**A-9 Applicant's form of ownership (check one)**

☐ Sole Proprietorship

☐ Limited Liability Partnership (LLP)

☐ Corporation

☐ Partnership

☒ Limited Liability Company (LLC)

☐ Other \_\_\_\_\_

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

**A-10 Exhibit A-10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.**

## **B. MANAGERIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1** Exhibit B-1 "Jurisdictions of Operation," provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services.
- B-2** Exhibit B-2 "Experience & Plans," provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.
- B-3** Exhibit B-3 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.
- B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.  
☒ No      ☐ Yes

If yes, provide a separate attachment labeled as Exhibit B-4 "Disclosure of Consumer Protection Violations" detailing such violation(s) and providing all relevant documents.

- B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.  
☒ No      ☐ Yes

If yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation" detailing such action(s) and providing all relevant documents.

## **C. FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- C-1** Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

**C-2**    **Exhibit C-2 “SEC Filings,”** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3**    **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**C-4**    **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.,).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1.        The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2.        Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3.        Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4.        Posting a Letter of Credit with the LDU(s) as the beneficiary.

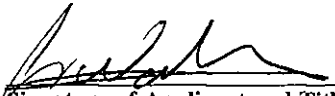
If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 **Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 **Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.
- C-7 **Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.
- C-8 **Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 “Merger Information,”** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 **Exhibit C-10 “Corporate Structure,”** provide a description of the applicant’s corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

## **D. TECHNICAL CAPABILITY**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1 Exhibit D-1 "Operations"** provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
- D-2 Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- D-4 Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

 **CEO**  
Signature of Applicant and Title

Sworn and subscribed before me this 26<sup>th</sup> day of February, 2019  
Month Year

  
Signature of official administering oath

Eui Joon Oh  
Print Name and Title

My commission expires on 9/20/2022



# **AFFIDAVIT**

State of Illinois :

\_\_\_\_\_  
(Town) ss.

County of Cook :

George Walcott, Affiant, being duly sworn/affirmed according to law, deposes and says that:

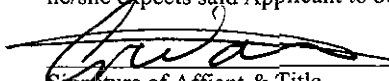
He/She is the CLO (Office of Affiant) of Regener Energy (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

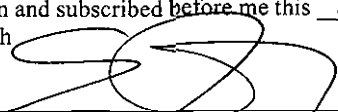
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
7. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

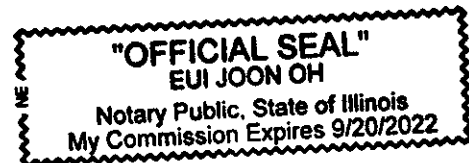
  
Signature of Affiant & Title

Sworn and subscribed before me this 26<sup>th</sup> day of February, 2019  
Month Year

  
Signature of official administering oath

Eui Joon Oh  
Print Name and Title

My commission expires on 9/20/2022





**Exhibit A-10 "Principal Officers, Directors & Partners"**

George Wahbeh  
President/CEO  
770 N. Lasalle Street, Suite 600  
Chicago, IL 60654  
[g.wahbeh@power1co.com](mailto:g.wahbeh@power1co.com)  
(855) 769-3753

Jeff Moses  
CMO  
3611 S. Harbor Bl., Suite 125  
Santa Ana, CA 92704  
[j.moses@power1co.com](mailto:j.moses@power1co.com)  
(714) 263-1400 x246

Rami Fawaz  
COO  
770 N. Lasalle Street, Suite 600  
Chicago, IL 60654  
[r.fawaz@power1co.com](mailto:r.fawaz@power1co.com)  
(248) 310-7007

Tracy Topping  
Accounting Manager  
3611 S. Harbor Bl., Suite 125  
Santa Ana, CA 92704  
[t.topping@power1co.com](mailto:t.topping@power1co.com)  
(855) 769-3753 x299

## **Exhibit B-1 "Jurisdictions of Operations"**

Rescom Energy, LLC was granted Market Based Rate Authority by the Federal Energy Commission (FERC) on November 9, 2009 under submission docket number 09-1739-000. Subsequently, Rescom became a member of PJM on November 9, 2009 (PJM Org. ID 17114), and was granted an electric supplier license to serve residential, commercial, and industrial customers throughout the following states:

- Pennsylvania: Docket A-2011-2220388 – Approved 3/31/2011
- Illinois: Docket 12-0383 – Approved 7/11/2012
- New Jersey: Docket EE10120946L – Approved 4/27/2011
- Maryland: Docket 126895 – Approved 1/12/2011
- Delaware: Docket 13-226 – Approved 8/13/2013

**Exhibit B-2 "Experience & Plans"**

Rescom uses direct solicitation, internet and mailings to contact and enroll potential customers. Customer enrollment by means of direct solicitation, internet and mailings will be conducted under the auspices of Commission rules Section 4901:1-21-06.

Billing statements to the customer will be contracted to be sent directly to the customer by the incumbent EDU. Electronic Data Interchange (EDI) supported by Rescom's third-party contractor, EC Infosystems (ECI) will be the primary means of exchanging billing information, between Rescom and the incumbent EDU.

**Exhibit B-3 “Disclosure of Liabilities and Investigations”**

This is not applicable to Rescom Energy, LLC.

**Exhibit C-1 “Annual Reports”**

Rescom Energy, LLC is a privately held corporation, therefore C-1 is not applicable.

**Exhibit C-2 “SEC Filings”**

Rescom Energy, LLC is a privately held corporation and therefore not required to file with the SEC. C-2 is not applicable.

**Exhibit C-3 "Financial Statements"**

This exhibit contains confidential and proprietary information and has been submitted under seal.

**Exhibit C-4 "Financial Arrangements"**

This exhibit contains confidential and proprietary information and has been submitted under seal.



**Exhibit C-5 "Forecasted Financial Statements"**

This exhibit contains confidential and proprietary information and has been submitted under seal.

**Exhibit C-6 "Credit Rating"**

Rescom Energy, LLC is not a publicly traded company and does not have an investment grade credit rating; therefore Exhibit C-6 is not applicable.

**Exhibit C-7 "Credit Report"**

This exhibit contains confidential and proprietary information and has been submitted under seal.

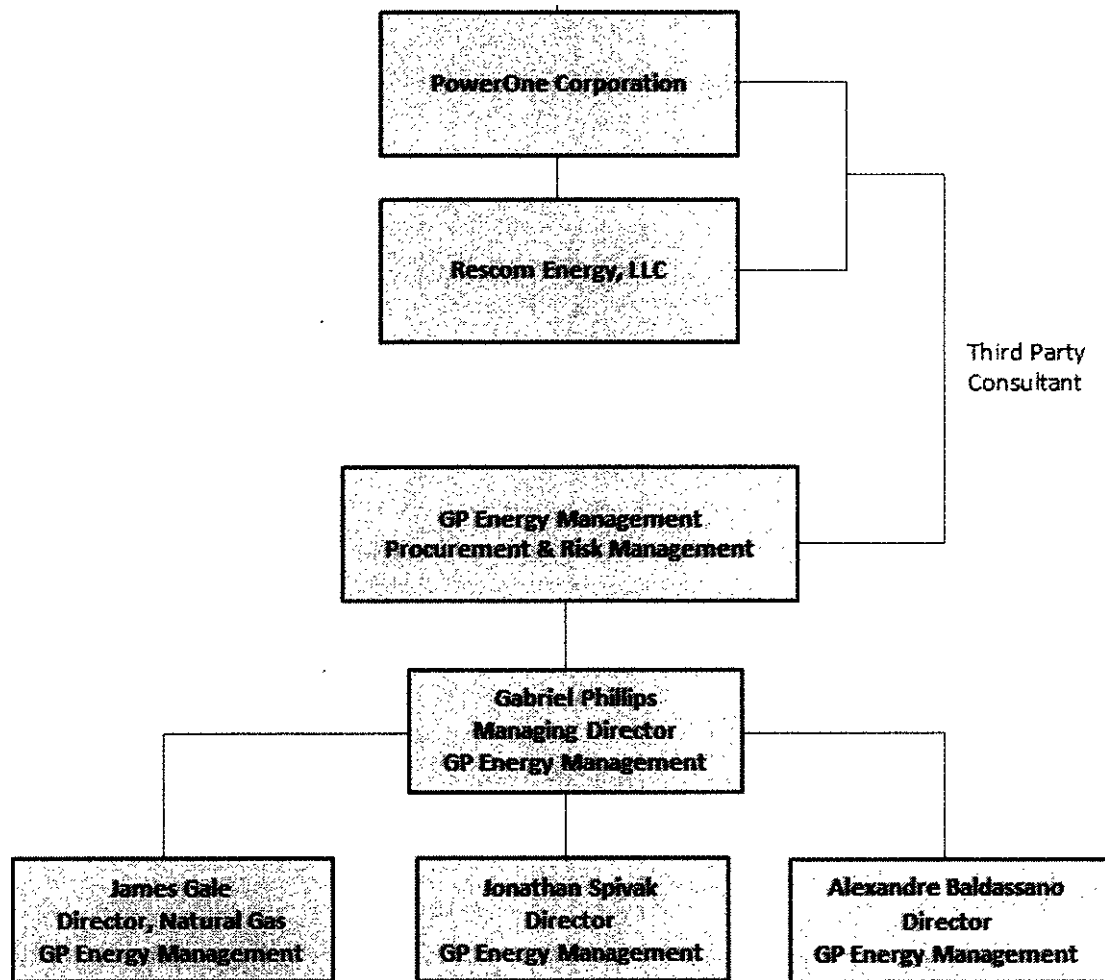
**Exhibit C-8 "Bankruptcy Information"**

Rescom Energy, LLC has not experienced any type of bankruptcy filings within the two most recent years preceding this application. C-8 is not applicable.

**Exhibit C-9 “Merger Information”**

Rescom Energy, LLC is wholly owned by PowerOne, a Nevada corporation with its principal place of business in Chicago, IL. PowerOne acquired 100% of the membership interests of Rescom Energy, LLC on August 11, 2015

**Exhibit C-10 "Corporate Structure"**



**Exhibit D-1 "Operations"**

Rescom Energy, LLC in conjunction with its agents and consultants will perform all of the functions of a power marketer, including the scheduling of power for transmission and delivery, the provision of ancillary services as well as other services in arranging for the purchase and delivery of electricity to the retail customer.

**Exhibit D-2 "Operations Expertise"**

Rescom Energy, LLC has served over 350,000 retail customers throughout Connecticut, New Jersey, Ohio, Delaware, Illinois and Pennsylvania since becoming active in 2010.

In addition, Rescom has contracted with GP Energy Management, LLC, ("GPEM") f/k/a GP Renewables and Trading LLC, a New York based corporation with over thirty years of energy industry experience in a number of different energy markets , to manage all wholesale business practices. GPEM is tasked with creating retail supply forecasts, scheduling energy into PJM, as well as managing all settlement data and hedging activities.



### **Exhibit D-3 “Key Technical Personnel”**

#### **Rami Fawaz — Chief Executive Officer**

Mr. Fawaz is an energy industry veteran tasked with managing the company's branch office in Canton, Michigan. He is responsible for managing the energy related vendor relationships critical to the company's success, and will supervise the personnel responsible for load profiling, schedule coordination, wholesale power and capacity purchases, bilateral energy contracts, and wholesale purchases settlement auditing. Mr. Fawaz has 17 years of experience in deregulated energy markets having founded Energy International Power Marketing (EIPM), dba PowerOne, in 1998. During his tenure with EIPM, Mr. Fawaz cultivated key industry relationships that provide significant benefits to the company, including those with vendors, suppliers and potential finance partners. Mr. Fawaz serves on Davenport University's Board of Trustees and its Auditing and Finance Committee, and resides in Birmingham, Michigan.

#### **George Wahbeh — Chief Legal Officer**

Mr. Wahbeh serves as the Company's chief legal officer, bringing with him a wealth of experience pertinent to the energy industry. Mr. Wahbeh has spent most of his professional career working with energy brokerages, helping them negotiate contracts, obtain licensing and ensure regulatory compliance. He also has extensive expertise in building and managing sales operations and overseeing customer service and quality assurance programs.

Mr. Wahbeh received his undergraduate degree from the University of Illinois in Urbana-Champaign. He went on to receive his Juris Doctorate from The John Marshall Law School and is currently licensed to practice law in the State of Illinois.

#### **Jeff Moses — Chief Marketing Officer**

Mr. Moses is a seasoned executive with over 25 years experience in marketing, sales, private equity and operations. A proven leader, Mr. Moses oversees the Company's sales and marketing teams. He supervises in-house and contract marketing partners, media vendors, creative talent, sponsorship opportunities, public forums, and Internet assets. Prior to joining the Company, he served as Director of Marketing for True Power Choice, an energy aggregator in Southern California. Mr. Moses previously owned and operated Engine Marketing LLC, a diversified advertising agency he founded in 1998. Engine's clients include Volvo, Sun Microsystems, Gateway Computers, Q-Logic, Quantum, Coldwell Banker Commercial, Time Warner Cable, Hyundai, Toshiba, Huawei Symantec USA, and many others. Mr. Moses holds a BA in English Literature from Pitzer College.

# Gabriel Phillips- Managing Director, GP Energy Management

gabe@gprenew.com

212-255-8050

## Professional History:

### **GP Energy Management formerly GP Renewables & Trading (Founder & CEO)- June 2010 – Present; New York, NY**

- Manage the daily forecasting, bidding, and scheduling for ESCO clients in across all US based deregulated energy markets
- Create financial hedging strategies for ESCO customers
- Execute financial hedging strategies with a variety of counterparties
- Manage daily collateral and P&L for ESCO customer with counterparties and ISOs
- Procure RECs to satisfy ESCO customer RPS needs

### **Sempra Energy Trading; Term Power Trader/Assistant Trader- September 2007 – May 2010; Stamford, CT**

- Traded a portfolio of short and long term financial and physical power and natural gas positions spanning four ISO territories, the NYISO, ISO-NE, PJM and the Ontario IMO.
- Priced deals to service customer flow business with an average duration of less than 2 years.
- Managed basis risk to 75 different locations using over the counter basis markets and Financial Transmission rights (FTR) markets to hedge exposure.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Managed financial tolling deals for two NY power plants totaling 600mws modeled as options driven by various fuel prices and internal option models.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Gained proficiency in managing and mitigating the financial impact of doing physical and financial direct customer and cleared speculative business in various regions by initiating transactions to reduce ancillary services costs generated by carrying large physical positions and to reduce Original Margin requirements with various exchanges including NYMEX and ICE.
- Built various stack and transmission models for Day Ahead and Term trading; including calibrating the model DAYZER to run in conjunction with internal systems for PJM, and two excel based stack models for NYISO and ISO-NE respectively.

### **Sempra Energy Trading; Real Time Power Trader- September 2006 – September 2007; Stamford, CT**

- Traded day-ahead and hour-ahead financial and physical power in the WECC region, including California Independent System Operator (CAISO) and the Alberta Electric System Operator (AESO).
- Built and capitalized on customer relationships in taking advantage of arbitrage and spread opportunities.
- Took day-ahead transmission positions to be utilized in real time.
- Gained proficiency in creating NERC required tags to represent the flow of energy in Real Time.
- Studied the fundamentals of the power industry as they relate Hour Ahead and Day Ahead trading; including the affect of the generation stack, transmission constraints, congestion, load forecasts and weather on prices at the various trading hubs in the WECC.

### **Sempra Energy Trading; Day-Ahead Power Scheduler- July 2006-September 2006; Stamford, CT**

- Coordinated the flow of long term and day-ahead physical power transactions for the West Coast Power Desk in the WECC region.
- Communicated with a large number of customers daily to search for Bookout opportunities in order to reduce overhead in each of the profit centers on the desk.
- Provided the desk with market intelligence gathered during communication with customers and scheduling/tagging process.
- Learned to make NREC required tags to represent the flow of energy from generator to sink anywhere in the WECC region.

### **Sempra Energy Trading; Collateral Analyst- December 2005- July 2006; Stamford, CT**

- Processed and executed all collateral requests made by and on Sempra Energy Trading Corp, Sempra Energy Europe Ltd and Sempra Oil Trading Sarl., covering all counter parties worldwide.
- Assisted in managing basic liquidity needs by coordinating with CCO and Treasury department in the deployment of cash collateral and letters of credit.
- Reconciled the value of all types of transactions in all of SET's portfolios against the counter parties for the purpose of increasing the coverage of our credit exposure during a margin call dispute resolution. This process must be accomplished in a timely fashion without divulging sensitive information.
- Consistently work towards improved process efficiency and accuracy by increasing automation and enhancing the features of the Java application used as the Margin System.

### **Sempra Energy Trading; Business Analyst- September 2005-December 2005; Stamford, CT**

- Supported the trading floor by interpreting the intricacies of how SET's internal trading and reporting system (Affinity) calculates the value of various deals and stores/displays information for the entire trading staff in Stamford, CT alongside only two other Business Analysts.
- Translated elements of the trading business from settlements and trade entry to P&L calculation to aid the development staff in creating more efficient and accurate systems.
- Coordinated and ensured the accuracy of pricing feeds and reporting updated our systems' information feeds from the nation's ISO's as well as maintained connectivity with data providers such as Reuters and LIM.

# Jonathan Spivak- Senior Director, GP Energy Management

jon@gprenew.com  
212-255-8050

---

## EXPERIENCE

---

GP Energy Management formerly GP Renewables & Trading New York, NY

April 2011 – Present

*Managing Director*

- Structure and negotiate of unique power hedge transactions for clientele.
- Daily load forecasting, bidding and scheduling for competitive retail electric suppliers in a number of different energy markets spanning many state jurisdictions
- Forecast and maintain physical and financial power hedges in the forward market.
- Create daily, weekly, and monthly settlements reports in order to analyze costs to minimize risks.

**RBS Semptra Commodities**, New York, NY

August

2008 – April 2011

*Financial Risk Analyst*

November 2009 – April 2011

- Maintained firm-wide official profit and loss, generating integral and time-sensitive company reports pivotal to all of risk management
- Prepare and maintain excel based reports using various data sources such as pricing, P&L, positions, VaR, stress etc. under rapidly changing requirements
- Verified and corrected in-house trades within various trading platforms, implemented process to verify and track explanations on trades generating substantial revenue, submitted external price reporting of physical basis and fixed natural gas trading activities on regular schedules
- Provide daily profit and loss explanations for physical and financial natural gas revenue

*Margin/Credit Analyst*

August

2008 – November 2009

- Responsible for all margin activities including daily calls to over fifty counterparties, confirm settlements, and manage letter of credit activities.
- Primary contact for dispute resolution including exposure, interest rate and contract discrepancies
  - Identify forward pricing issues via excel pivot table analyses
- Generate ideas to improve the efficiency and accuracy of the Credit Management System
- Communicate daily cash flow and letter of credit movements through intraday reports.

---

## EDUCATION

---

**Bucknell University**, Lewisburg, PA

Fall 2001 – Spring 2005

Degree: Bachelor of Arts, Major: Economics Minor: Political Science

Dean's List: Fall 2004 – Spring 2005

## Alexandre Baldassano- Senior Director, GP Energy Management

alex@gprenew.com

212-255-8050

### **EXPERIENCE**

#### **GP Energy Management formerly GP Renewables & Trading – New York,**

**11/10 – Present**

*Managing Director, Renewables & environmental Services*

- Analyze federal and regional renewable energy and environmental policy
- Create and market compliance and voluntary environmental credit products
- Expand renewable generation project pipeline
- Analyze state Renewable Portfolio Standard market fundamentals
- Develop spot and futures environmental credit trading strategies for managed accounts and proprietary portfolios

#### **Natsource Asset Management LLC – New York, NY**

**04/08 – 10/10**

*Contract Manager*

**10/09 – 10/10**

- Manage all worldwide institutional relationships for \$500mm carbon commodity fund
- Compose monthly and quarterly investor reports for all hedge funds, managed accounts, and commodity funds
- Supervise ongoing contractual commitments between institutional investors, investment manager, and underlying investment

*Operations, Sales, and Risk Associate*

**04/08-10/09**

- Determined end of month beta exposures and asset allocation breakdowns for all portfolios
- Acted as a liaison between existing and potential investors, and the Director of Marketing and Sales
- Researched and grew marketing distribution channels for the Director of Marketing and Sales
- Analyzed and communicated daily carbon and FX beta exposure for largest fund directly to Senior Management
- Identified and rectified daily trade and cash reconciliations while acting as liaison between the trading desk and prime brokerage

### **EDUCATION**

#### **Fordham University Graduate School of Business – New York, NY**

**M.B.A – Finance and Marketing Concentration, 2013**

#### **Haverford College – Haverford, PA**

**B.A. – Economics, 2003**

#### **Temple University – Rome, Italy**

General Coursework, 8/01-12/01

**Exhibit D-4 "FERC Power Marketer License Number"**

Submission docket number ER09-1739-000